

### **Enterprise Software Agreements**

<http://www.nawcad.navy.mil/its/EnterpriseSoftware/>

**Oracle**

**Informix**

**Visio**

**Corel**

**McAfee & Norton AntiVirus**

**Netscape**

**Sybase**

### **IRMCO'99 TEAM AWARD**

The DOD Enterprise Software Initiative (ESI) Working Group (WG) and Acquisition Volunteers were jointly awarded this year's "IRMCO Award." The prestigious IRMCO Award is presented each year, after a Federal wide call for nominations, to "...an individual or team who has demonstrated exceptional ability to operate across organizational boundaries and/or communities (private sector, academia, state/local governments, etc.) to improve the Government's service to its people." The awards committee credited ESI teamwork, innovative funding mechanism, and software cost savings achieved as primary reasons for the selection. The award was announced at the IRMCO Dinner and Awards Ceremony on Sept. 7, 1999, hosted by Mr. David J. Barram, Administrator of the GSA. Mr. Rex Bolton accepted the award on behalf of the DoD ESI team.

**IRMCO** is Federal Government's premier conference on information technology and agency business solutions and outcomes hosted by the General Services Administration.



**ESI WG Members:** (left to right) Back Row: Mike Swindle, Col Joe Jaremko, Ron Beuhning, Bob Schwenk, Dan Collins, Dave Gurtner, Floyd Groce, Bill Wallace  
Front Row: Denise Baker, Rex Bolton, Linda Van Landuyt, and Lori Delaney.

### **Cost Avoidance Examples**

**OSD(Health Affairs) Oracle - \$42M**

**NIMA Informix - \$6.3M**

**PEO STAMIS Oracle - \$2.5M**



## **DoD Enterprise Software Initiative**

**“Point & Click IT Shopping at the Lowest Cost”**



## **DOD Enterprise Software Initiative Working Group**

<http://www.nawcad.navy.mil/its/EnterpriseSoftware/>



### **Mission**

- The Enterprise Software Initiative (ESI) is a joint DoD project to develop and implement a DoD enterprise process. We must develop and implement a DoD Enterprise Process to identify, acquire, distribute, and manage Enterprise Software.

### **Objectives**

- Save money - Software costs too much (including price, acquisition cost, distribution, training, maintenance, and support).
- Improve information sharing.
- Initial Focus on COTS Products.
- Procure common-use, standards-compliant software.

### ***Participating Organizations***

***OSD/WH***

***ARMY***

***NAVY***

***MARINES***

***AIR FORCE***

***DISA***

***DIA***

***ICON PMO***

***DLA***

***NIMA***

***NSA***

### **Why should you use ESI Software Agreements?**

- Best Prices in DoD
  - ESI is a project approved as part of the CIO Offsite Action Plan to save DoD money.
- Reduces Total Cost of Ownership.
- Ease of use – Point & Click IT Download.
- Aggregation of small orders brings big savings.
- Better utilization of acquisition resources (Military, Civilian, & Contractors). Defense Contractors can use ESI!
- JTA compliant products – promoting interoperability.
- Great deals on a choice of leading software products in each category.
- Maintains competition after award, and has potential for saving more money in the short term.
- Testing the use of up front funding to achieve deeper discounts. When software is resold to DoD customers, the central funding source is repaid.

<b><i>Software Category</i></b>	<b><i>Volunteer</i></b>
<b><i>Database Products</i></b>	Army
<b><i>Enterprise Management Software</i></b>	Air Force
<b><i>Office Automation Suites</i></b>	Navy
<b><i>Records Management</i></b>	Air Force
<b><i>Information Assurance</i></b>	Air Force

### **What discounts can be expected?**

- VISIO products at about 50% off GSA Schedule pricing.
- Up to 69% off Corel FSS prices.
- Oracle - up to 28% off GSA FSS pricing (for \$5M orders), and much greater discounts for “Special Offers” that typically exceed \$5M. The first \$9.8M order saved 63%. PM, GCSS-Army saved \$2.5M on this requirement. OSD (Health Affairs)/Tricare earned \$42M cost avoidance.
- Informix is a “Golden Disk” agreement; only \$290 per seat for all Informix products (98% off GSA Schedule if you get all products). Army can sign up an unlimited number of DoD customers during first year.
- SYBASE ASE products are available at 61% off GSA Schedule pricing.

### ***Working Group Members***

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